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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q40-Q45):

NEW QUESTION # 40

Which statement accurately describes a key market trend driving enterprise customers to adopt as-a-service (AaS) and AI solutions?

- A. A strategic shift away from public cloud due to increasing data egress costs and a desire to repatriate all workloads.
- B. A mandate from industry regulations to replace all capital expenditures with operational expenditures within the next fiscal year.
- C. A decreasing interest in data analytics, as most organizations have already extracted all possible value from their data.
- **D. The desire to gain the financial flexibility of the cloud operating model for on-premises workloads, coupled with the need to modernize applications with AI.**

Answer: D

NEW QUESTION # 41

An IT Manager is reviewing a feature comparison between their current on-premises IT monitoring tools and the OpsRamp AIOps platform.

Feature Comparison:

| Capability | Legacy Tools | OpsRamp (HPE SaaS) |

| : | : | : |

| Discovery & Monitoring | Manual, siloed by domain | Full-stack, hybrid cloud |

| Alerting | Static thresholds, high volume | AIOps-driven correlation |

| Remediation | Manual runbooks | Automated, policy-based |

| Management | Multiple, separate consoles | Unified, service-centric view | After reviewing the chart, the IT Manager states, "I'm concerned about alert fatigue. My team is overwhelmed with notifications, and they can't tell what's important." How should the sales professional use the information in the chart to address this specific objection?

- A. Explain that OpsRamp's full-stack discovery will find even more things to generate alerts for.
- **B. Highlight that OpsRamp uses AIOps to correlate events, suppressing noise and intelligently escalating only the root-cause incidents, thus reducing alert fatigue.**
- C. Emphasize that OpsRamp can automate the remediation of issues, so the alerts are less important.
- D. Focus on the unified management console as the primary way to manage the high volume of alerts.

Answer: B

NEW QUESTION # 42

A sales professional is presenting to a customer with a mix of virtualized workloads. The customer is trying to decide between two HPE IaaS solutions offered through GreenLake. Review the customer's workload summary:

Workload Profile:

- Primary: General purpose virtual machines (VMs) for development, test, and corporate applications.

- Key Driver: Extreme operational simplicity and VM-centric management.

- Secondary: A mission-critical SQL database requiring 99.9999% guaranteed availability.

- Constraint: The customer wants a single vendor for both workload environments but needs to understand the ideal placement for each.

How should the sales professional position HPE's IaaS offerings to address this customer's needs?

- A. Recommend HPE GreenLake for Block Storage using HPE Alletra for all workloads to standardize on a single platform.
- B. Propose HPE SimpliVity for the SQL database and HPE Alletra for the general purpose VMs.
- C. Suggest the customer use a public cloud for the VMs and HPE GreenLake for the database to create a hybrid solution.
- **D. Position HPE GreenLake for Private Cloud Business Edition, which uses HPE SimpliVity, for the general purpose VMs due to its hyperconverged simplicity, and HPE GreenLake for Block Storage, using HPE Alletra, for the mission-critical SQL database.**

Answer: D

NEW QUESTION # 43

An existing HPE GreenLake customer is looking to expand their as-a-service environment. They have a new requirement to add a fully managed, on-premises Network-as-a-Service (NaaS) solution for their campus wireless and wired networks.

Which specific HPE GreenLake offering, built upon a powerful SaaS platform, should be proposed to meet this need?

- **A. HPE GreenLake using HPE Aruba Networking Central**
- B. HPE GreenLake for Backup and Recovery
- C. HPE GreenLake for Block Storage
- D. HPE GreenLake for Private Cloud Business Edition

Answer: A

NEW QUESTION # 44

An existing HPE GreenLake customer wants to expand their use of the platform. They have successfully deployed HPE GreenLake for Private Cloud Business Edition. Now, they want to provide unified, secure network management for their campus and branch offices via a consumption-based model.

Customer Scenario:

- Current State: HPE GreenLake customer for compute (Private Cloud BE).
 - Goal: Add Network-as-a-Service (NaaS) for wired and wireless networks.
 - Requirement: Must be managed through a cloud-based console and integrate with their as-a-service strategy.
- Which HPE SaaS solution, integrated with the GreenLake platform, should be proposed to meet this NaaS requirement?

- A. Data Services Cloud Console (DSCC), to manage storage for the network.
- **B. HPE GreenLake for Aruba (using Aruba Central), to deliver NaaS.**
- C. OpsRamp, to monitor the existing Private Cloud.
- D. HPE Financial Services, to create a custom lease for new switches.

Answer: B

NEW QUESTION # 45

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